

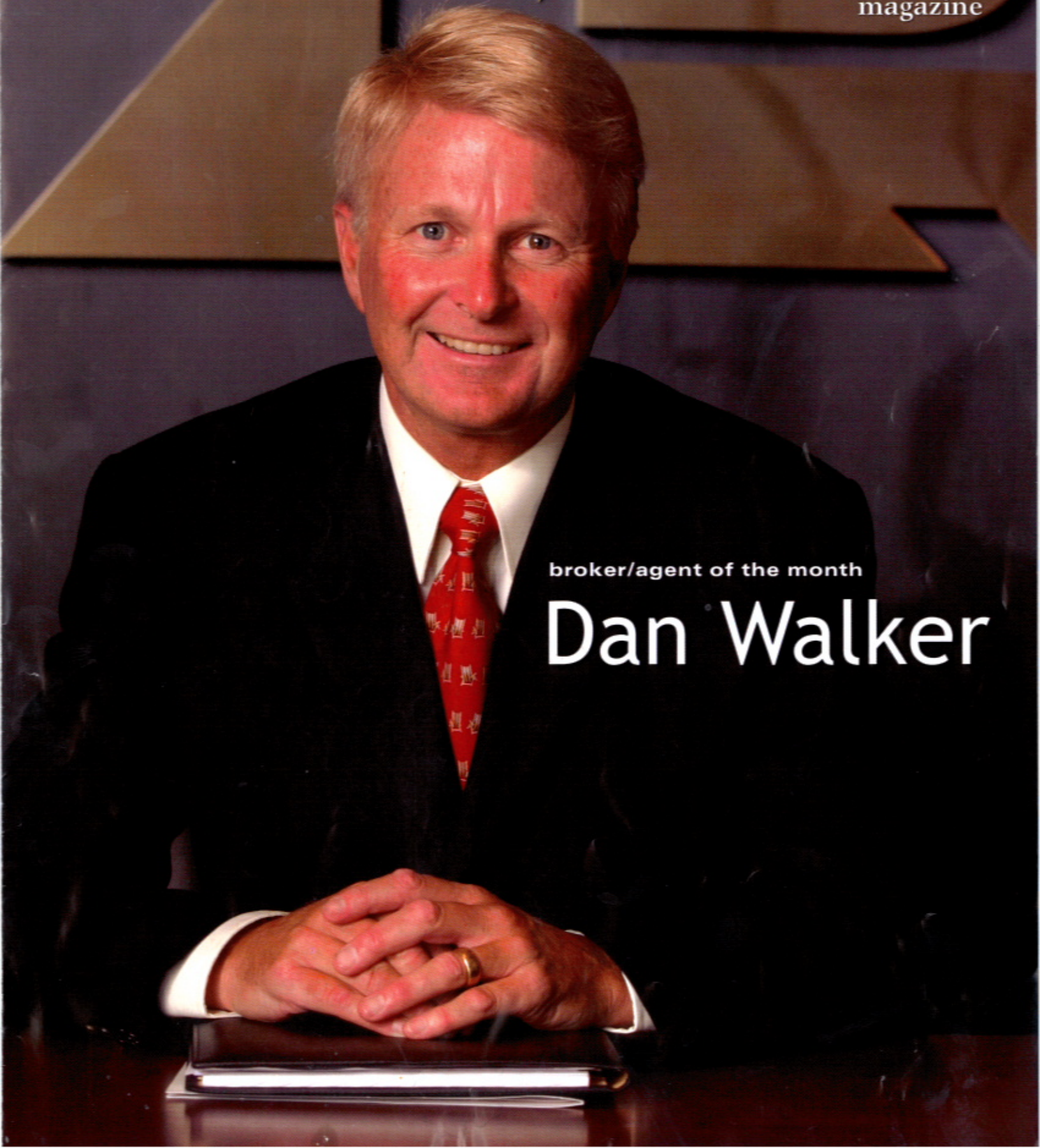
south bay/peninsula edition

BROKER★AGENTTM

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broker/agent of the month

Dan Walker





Dan Walker

Coaching His Way to Success

think it is important that families develop roots, and that starts with home ownership."

Point Guard

Not surprising then, that two things Dan did after playing guard in basketball for four years at San Jose State University and graduating with a Master's degree in Education in the early 1970's, was start teaching at James Lick High School in San Jose and buy a house in Santa Cruz. Three years into his teaching experience, Dan Walker obtained his goal of being a varsity basketball coach and assistant coach in both football and baseball. Coach Walker always had his teams aim for their personal best both on and off the field. "Honesty and integrity are my watch words, whether in coaching or real estate," Dan said. "I try to instill those values in my own children and the children I coach."

Dan Walker has never really left coaching. He sees himself as a REALTOR® or coach with his 'team' consisting of specialized experts in mortgage, escrow, staging and remodeling, all special players designed to help buyers and sellers of real estate. He farms selected territories—including his now home territory of Almaden Valley. He finds his best clients always come from his referral base. "I advertise in the *Mercury News* and the *Almaden Times* as well," Dan concurs. "My goal is to make every transaction easy for my clients. I make sure my seller's houses are staged, landscaped, and look their best. When that house hits the market, it's like 'game time'. I hold open houses for my clients, I'm prepared, I bring in the best resources and most importantly, I really care about my clients," he adds. "For most people, real estate is the largest investment of their lives. I want to make sure that they know the person they are working with is trustworthy and honest." Dan believes there is always a 'yes' answer to any question and strives diligently to find that positive solution.

REALTOR® Dan Walker is still Coach Walker to several hundred kids every year. Eleven years ago, Dan started Superstar Basketball Youth Camps in San Jose. Superstar Basketball is an instructional basketball league for elementary-aged boys and girls. Imagine over 300 kids age 6-12 learning to give their personal best in basketball camps over the course of eight weeks. "I began sports volunteering when my twin sons were in elementary school. I was able to coach them in little league, soccer, Pop Warner football and basketball." That experience got Dan's coaching juices flowing again, and he looked for an outlet, which would allow him to continue coaching while also driving his real estate activities. When his sons entered high school, Dan got back into coaching again at Leland High School, where he is currently an assistant coach with the varsity team. "Down-time drives me crazy," admits this sportsman, "I have to be active."



**broker/agent
of the month**

For Dan Walker, REALTOR® with Alain Pinel, property ownership is more than just a legal transaction. "I like helping families achieve their dreams and gain stability—whether that stability is a home or an investment," Dan explains to *BROKER/AGENT Magazine*. Meeting Dan Walker is like meeting a new best friend. Mr. Walker has an easy-going manner. He has a quick smile and the ability to ask you just the right questions while listening to your answers before he responds—valuable characteristics for a REALTOR®.

To this former athletic coach, honesty, kindness, patience, stability and doing his personal best for clients is *de rigueur* in his setup. Mr. Walker didn't plan on being the highly regarded and professional REALTOR® he is today. His dream, when his family moved from Oregon to Northern California in 1956, was to teach, coach, own a home, and have a family. "My family never owned a house or land in Silicon Valley," he explains. We always rented and this resulted in several moves. I never felt that sense of stability that comes from owning a home. I

From Hoops to REALTOR®

Dan has always been active. While still teaching full time, he obtained his real estate license in 1979. A member of Cornish & Carey, Dan moved to Alain Pinel in 1999. Yet it wasn't until 1994 that Dan turned his real estate past time into a full-time career. In 1986, marriage to his lovely wife, Sammie, and the birth of his twin boys, Brennan and Kyle a few years later, motivated Dan to consider his options. He decided to move the family back over the hill from Santa Cruz where he had moved ten years earlier, and searched for a place he and his family could call home. Grandparents in Almaden Valley who were willing to baby-sit twin boys made for a perfect environment to raise a family. So in 1991, Dan and Sammie settled in her old stomping grounds while growing up—Almaden Valley.

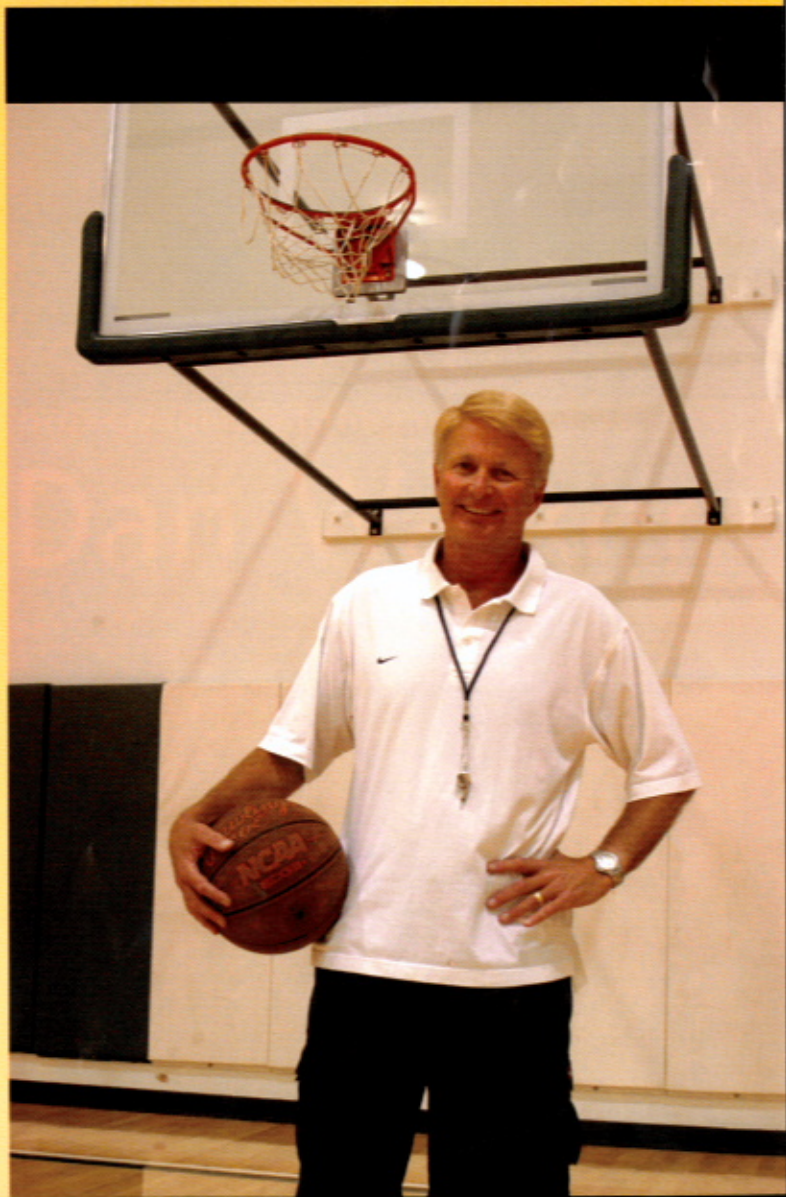
"I love the sense of community in Almaden Valley. It still has some of the old 'Valley' charm while being very family oriented," Dan muses. Almaden Valley also gave Dan the one thing he craved the most—stability. It's this stability that has allowed Dan to thrive and find avenues for his built-in energy. As he learned more about the Almaden Valley and surrounding communities of Silver Creek, Saratoga, Los Gatos, Willow Glen and San Jose, Dan gained a deeper appreciation of what it takes to help families find their dream in real estate. "I like real estate, it allows me to help others in a meaningful way. I don't sell—I coach and teach each client through the transaction," Dan reflects with a quiet smile.

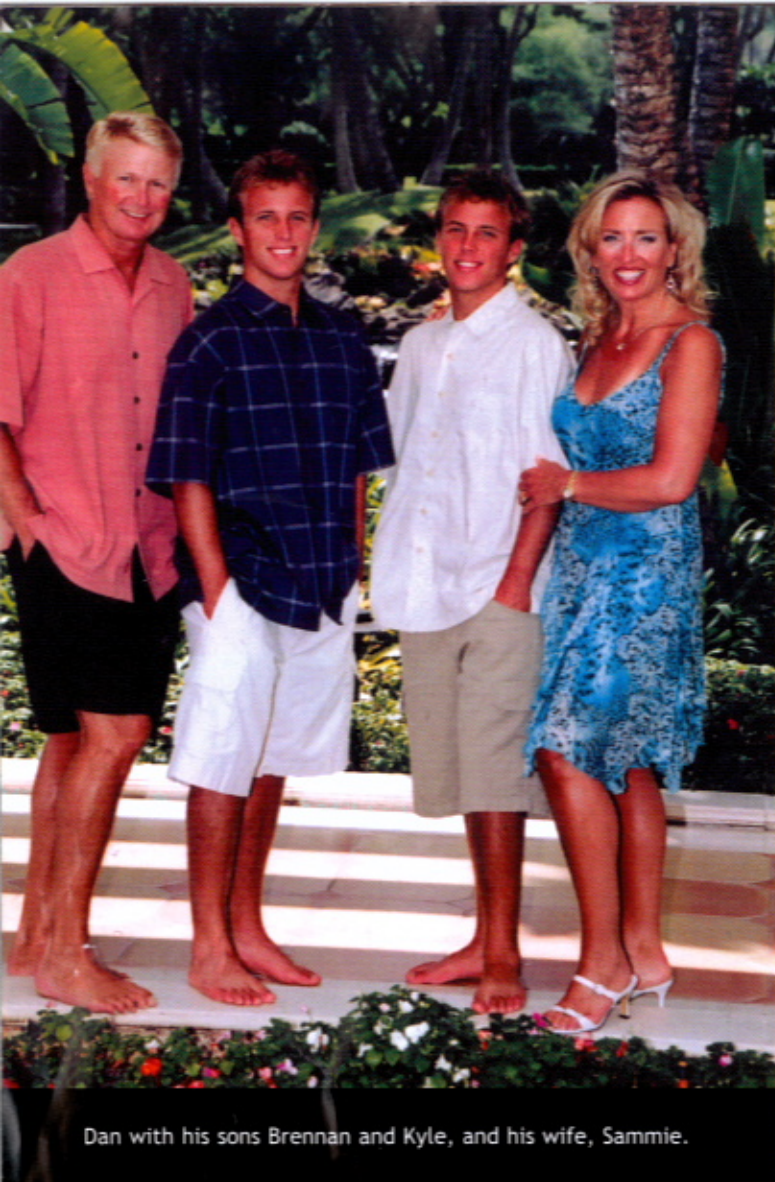
Scoring Points in Real Estate

His method of real estate, coaching clients, certainly has racked up points for Dan Walker. He has become one of Alain Pinel's top agents. During the month of May 2005, Dan closed over seven separate real estate transactions grossing over ten million dollars. He even held off on a required knee surgery until June, just to ensure that he'd be there for his clients during escrow. "I believe success is doing the absolute best job you can. I always give each client my best effort," states Dan Walker. To that end, Mr. Walker can count on his past performance as a good indicator of his future. In fact, several of Dan's clients have bought multiple homes from him. While Dan farms targeted areas, he finds over 75% of his clients come from referral or from his association with parents of the kids enrolled in his Superstar Basketball. "I didn't start the Youth Camps to find clients," Dan explains. "I started the camps as a way to give kids a positive experience with sports. But when the parents discovered that I was a REALTOR® as well as coach, well, one thing led to another."

Practicing For Success

Dan is proud to be associated with the Alain Pinel team, "a company based on strong leadership, cutting edge technology, and well known for it's strong brand and quality marketing." Even with all the high tech tools available, Dan confesses "I'm probably old fashioned, but I love my cell phone." His cell phone helps him stay in close proximity with his clients. "I'm more of a hands-on type of person, so talking to people directly is my first choice, with emailing second," Dan says. He also admits to being "consistently persistent—I don't take no for an answer and I find a way to get things done. I believe that good things will happen if you are consistent as well as persistent in your dealings with people."





Dan with his sons Brennan and Kyle, and his wife, Sammie.

Family and Faith

Almost all of Dan's leisure time is spent with his family. Dan's twin sons Brennan and Kyle, also love sports—both play varsity football and varsity basketball for Leland High School. They have put significant time and energy into being the best they can be. "I'm very proud of them," Dan nods with a big grin. "They are wonderful boys, great students, and have superb values. Sammie and I are very blessed to have Brennan and Kyle as sons." At the request of their sons, Dan and his family were all baptized earlier this year at their church, South Hills Community Church. "I was never baptized as a child, so this has special meaning for myself and my family," Dan explains.

Dan's wife, Sammie, is a Senior Director of Marketing at Transera. Will she ever join Dan in his real estate business? Dan is hopeful. "Sammie already coaches me with regards to the marketing of my business," Dan says with a smile. "I want to do real estate forever. I love helping people and it's fun as well as rewarding."

When asked to provide some coaching for new REALTORS®, Dan had only two suggestions. "You've got to ask yourself, do you care about people and are you prepared to help them to the best of your ability? If you can answer those questions with a yes, then you can be a good REALTOR® and a good human being." ★

Dan Walker would like to extend congratulations to Nancy Crowell of Stewart Title on her promotion to Sales Manager! Nancy is an important part of his real estate team.

As Dan Walker's preferred "lender of choice", Skip Houston of Bankers Mortgage, wishes to congratulate Dan on his deserved success!

Dan Walker

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